

BIG JOHN WRITES TO BILL A.P.

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Rules for Business Men.

From Miller's Monthly.

Take advantage of modern facilities, and accomplish as much in a single day as required weeks, months, or years formerly.

Use the means within your reach; there is something for every body to do; and a place for every one who is willing to work.

Don't depend upon your own lungs alone; use the lungs of the press.

Don't depend alone on your own hands, or the labor of other men's hands; use steam power if possible.

Make it known by printers' ink that you are prepared to do business.

Confess ignorance in regard to subjects on which you are untrained; listen and learn.

Be silent when a fool talks; he will cease the sooner; you cannot gain by his converse.

Be ashamed of nothing, but your own errors.

Calculate the probabilities of the future; increase and multiply the means of information.

To compete successfully with a neighbor, participate in the facilities afforded to go ahead.

The door to wealth, respectability, influence and honor, is thrown wide open to all.

Establish yourself on the broad and sound basis of integrity; conduct your business with intelligence and judgment.

Trifle not with serious matters, and be not serious about trifles.

Wisdom and virtue make the poor rich and the rich honorable.

There is no deep nor hidden mystery to be studied or practiced to carry on business successfully; on the contrary, all that any honest, legitimate concern, demanded by the public wants, requires, is fair judgment, close industry, unwavering integrity, superior workmanship, fair prices, and to do better by your customers, if possible, than others in the same business can do by theirs;—and give it publicity.

Let the business of others alone, and attend to your own.

Don't buy what you don't want; use every hour to the best advantage, and study even to make leisure hours useful.

Find recreation in looking after your business, and your business will not be neglected in looking after recreation.

Buy fair, sell fair, take care of the profits, and be economical.

Should misfortune overtake you, retrace, work harder, but never fly the track; confront difficulties with unflinching perseverance; should you then fail, you will be honored; but shrink, and you'll be despised.

Consider the causes of the good standing of some, and the decline and fall and want of success of others, and regulate your conduct accordingly.

The tricky, deceitful and dishonest are rarely prosperous, for when confidence is withdrawn, poverty is likely to follow.

With the preservation of an upright character, if the opportunities for acquiring knowledge and cultivating the mind, which lie in every one's way, be properly improved, respectability, influence, and perhaps wealth, may be the reward.

Resolve to perform what you ought; and perform without fail what you resolve.

Reflect on what you see and hear. Set your mind at work; reason with candor; weigh well and consider for yourself, decide and act.

Be civil and obliging to all; it costs nothing, and is worth much.

Be kind, liberal and just to all connected with you in business.

Be not diverted from your duty by any idle reflections the silly world may make upon you; their censures are not in your power, and consequently should not be any part of your concern.

Rest satisfied with doing well, and leave others to talk as they will.

Never regret what is irretrievably lost. Never believe that which seems improbable.

Never expose your disappointment to the world.

Never speak boastfully of your business; keep your own counsel about the management of your affairs.

Be charitable according to your means. Never complain of being ill used.

Always speak well of your friends; but of your enemies speak neither good nor evil.

Treat your customers as your friends, by serving them in the best manner, and never let them be deceived or disappointed.

Sell at small profits, for cash, and make it known through the newspapers.

Keep the Gate Shut.

An English farmer was one day at work in his fields, when he saw a party of hunters riding about his farm. He had one field that he was especially anxious that they should not ride over, as the crop was in a condition to be badly injured by the tramp of horses. So he dispatched one of his workmen to the field, telling him to shut the gate, and then keep watch over it, and on no account to suffer it to be opened.

The boy went as he was bidden; but was scarcely at his post before the hunters came up, peremptorily ordering the gate to be opened. The boy declined to do so, stating the orders he had received, and his determination not to disobey them. Threats and bribes were offered, alike in vain; one after another came forward as spokesman, but all with the same result; the boy remained immovable in the determination not to open the gate. After awhile, one of noble presence advanced and said in commanding tones: "My boy, do you know me? I am the Duke of Wellington, one not accustomed to be disobeyed; and I command you to open that gate, that I and my friends may pass through." The boy lifted his hat and stood uncovered before the man whom all England delighted to honor, then answered firmly: "I am sure the Duke of

Wellington would not wish me to disobey orders. I must keep this gate shut, nor suffer any one to pass but with my master's express permission." Greatly pleased the sturdy old warrior lifted his own hat and said: "I honor the man or boy who can be neither bribed nor frightened into doing wrong. With an army of such soldiers I could conquer not only the French, but the world," and the old Duke put spurs to his horse and galloped away, while the boy ran off to his work, shouting at the top of his voice: "Hurrah, hurrah! I've done what Napoleon couldn't do—I've kept out the Duke of Wellington."—*Christian Weekly.*